

# Sales Order

Station: WLNK-FM Contract#: 0 Agency: KATZ MEDIA GROUP  
 Contract Name: Roy Cooper for Gov 5626 Address: 125 WEST 55TH ST  
 Proposal#: 21826F05-0F1A-4D2B-9E8C-0CF18966815C 3RD FLOOR  
 Start Date: 10/18/16 End Date: 10/24/16 City: NEW YORK State: NY Zip: 10019  
 Revenue Type: POLITICAL NATIONAL Type: Cash Buyer: \_\_\_\_\_  
 Advertiser: ROY COOPER FOR GOVERNOR Tax Schedule: \_\_\_\_\_ (None)  
 Address: \_\_\_\_\_ Agency Commission %: 15  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ Billing Cycle: Standard  
 Product Name: Roy Cooper for Governor Salesperson: 245NATIONAL Comm %: 0  
 Estimate #: 5626 Makegood Policy: WITHIN CONTRACT DATES  
 Competitive Code: POLITICAL AGENCY

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION										RATE	TOTALS		PTY
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk	D/W	SPOTS		\$\$		
1	10/18/16	10/24/16		6:00 AM	10:00 AM	60	X	X	X	X	X			7	W	215.00	7	1,505.00	2	
2	10/18/16	10/24/16		10:00 AM	3:00 PM	60	X	X	X	X	X			12	W	90.00	12	1,080.00	2	
3	10/18/16	10/24/16		3:00 PM	7:00 PM	60	X	X	X	X	X			12	W	180.00	12	2,160.00	2	
4	10/22/16	10/22/16		6:00 AM	7:00 PM	60						X		3	W	50.00	3	150.00	4	
5	10/23/16	10/23/16		6:00 AM	7:00 PM	60							X	3	W	40.00	3	120.00	4	

## Billing Projections: By Month

Oct 16  
 CA 5,015.00  
 ST 5,015.00

☒ Print Spot Prices

TOTAL SPOTS 37  
 GROSS TOTAL \$ 5,015.00  
 ADJUSTED SPOTS 37  
 ADJUSTED TOTAL \$ 5,015.00

APPROVE DECLINE

☐ ☐ Traffic Manager  
☐ ☐ National Sales Manager  
☐ ☐ Local Sales Manager  
☐ ☐ Credit Manager

Oct 10, 16  
 CONT# 30163230 Mod# Ver# 1 (Last =)  
 REP EASTMAN  
 TO WLNK-FM (Charlotte-Gastonia-Rock Hill, NC-SC)  
 FM LATONYA CHENAULT  
 OFF PHILADELPHIA  
 AGY Katz Media Group  
 ADDR 125 West 55th Street 3rd Floor  
 New York, NY 10019

DDS CONT# 0  
 C/P/E: / / 5626

SALESPERSON FAX#

PH # 202-338-8700

BYR Helen Hanratty  
 ADV ROY COOPER FOR GOVERNOR  
 PDT Roy Cooper for Governor  
 FLT Oct 18, 16 - Oct 25, 16

\* REP ORDER COMMENT \*

\*\* 10/10/2016 3:50:00 PM: FOR ALL GMMB/WATERFRONT/GREAT AMERICAN MEDIA ORDERS: KATZ MEDIA COLLECTS, CASH-IN-ADVANCE AND AS AN OFFICIAL AGENT ON BEHALF OF OUR REPRESENTED STATIONS, ALL MONIES FOR POLITICAL AND ISSUE BUYS PLACED OUT OF GREER. ONCE YOUR INVOICES ARE RECONCILED WITH OUR ORDERS BY OUR NY BILLING OFFICE, PAYMENT IS SENT TO YOU ONLY FOR WHAT RAN. WE ARE THE ONES RESPONSIBLE FOR REFUNDING UNUSED FUNDS BACK TO THE AGENCY. PAYMENT IS USUALLY DISBURSED WITHIN 45 DAYS OF RECONCILIATION. PLEASE CONFIRM WITH PLEASE NOTE WITH ALL POLITICAL/ISSUE ORDERS THERE IS A 24 HOUR CANCELLATION NOTICE. KEVIN.POLLOCK@KATZRADIOGROUP.COM 215.557.4255

\*\* 10/10/2016 3:50:00 PM: THIS IS A KATZ MEDIA GROUP ORDER. ALL BILLING SHOULD BE SENT TO KATZ MEDIA GROUP 125 W 55TH ST./NY,NY 10019. KATZ MEDIA GROUP IS NOT LIABLE FOR PAYMENT.

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF WKS	NPW	RATE	TOT SPTS
		<b>FLIGHT 1</b>							
	1.1	TuWThF,M	6A - 10A	60	10/18/2016 - 10/24/2016	1W	7	\$215.00	7
	1.2	TuWThF,M	10A - 3P	60	10/18/2016 - 10/24/2016	1W	12	\$90.00	12
	1.3	TuWThF,M	3P - 7P	60	10/18/2016 - 10/24/2016	1W	12	\$180.00	12
	1.4	.....S.	6A - 7P	60	10/22/2016 - 10/22/2016	1W	3	\$50.00	3
	1.5	.....S	6A - 7P	60	10/23/2016 - 10/23/2016	1W	3	\$40.00	3
		** WEEKLY FLIGHT TOTALS **					37	\$5,015.00	

	<b>Oct 16</b>						
SPOTS	37						
CASH	5015.00						
TRADE	0.00						
NSL	0.00						
TOTAL	5015.00						

Oct 10, 16  
CONT# 30163230 Mod# Ver# 1 (Last = )  
REP EASTMAN

DDS CONT# 0  
C/P/E: / / 5626

						TOTAL
SPOTS						37
CASH						5,015.00
TRADE						0.00
NSL						0.00
TOTAL						5,015.00

**\*\* Competitive Comments \*\***

SVC:

Demo Adults 35+

Nondiscrimination -Paragraphs 49 and 50 of the United States Federal Communications Commission's Report and Order No. 07-217 provides that broadcast stations' advertising contracts will not discriminate on the basis of race or ethnicity, and must contain nondiscrimination clauses. Consistent with this order, Katz Communications, Inc. (including any subsidiary or division of Katz) does not discriminate in any broadcast advertising contract on the basis of race or ethnicity and evaluates, negotiates and completes its broadcast advertising contracts without regard to race or ethnicity.

## AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISEMENTS

(check applicable box)

☐ FEDERAL CANDIDATE

☒ STATE/LOCAL CANDIDATE

**To Avail Themselves Of The Lowest Unit Charge During A Political Window, Federal Candidates Must Sign The Certification On Page 3**

<b>Station and Location:</b> <span style="font-size: 1.2em; margin-left: 40px;">WLNK FM - Charlotte</span>	<b>Date:</b> <span style="font-size: 1.2em; margin-left: 20px;">10/11/16</span>
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I, Mike Furman - authorized media buyer,  
 being/on behalf of: Ray Cooper,  
 a legally qualified candidate of the Democratic  
 political party for the office of: Governor  
 in the General  
 election to be held on: November 8, 2016

do hereby request station time as follows:

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
		As ordered			

**Attach proposed schedule with charges (if available):**



I represent that the payment for the above described broadcast time has been furnished by:

Cooper for North Carolina

and you are authorized to announce the time as paid for by such person or entity. I represent that this person or entity is either a legally qualified candidate or an authorized committee/organization of the legally qualified candidate.

The name of the treasurer of the candidate's authorized committee is:

Scott Falmien

This station has disclosed to me its political advertising policies, including: applicable classes and rates; and discount, promotional and other sales practices (not applicable to federal candidates).

**THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.**

***To Be Signed By Candidate or Authorized Committee***

5/4/16

**Date**

[Signature]

**Signature**

***To Be Signed By Station Representative***

☒ **Accepted**

[Signature]

**Signature**

☐ **Accepted in Part**

Carol Peters

**Printed Name**

☐ **Rejected**

NSM

**Title**

## AGREED UPON SCHEDULE

(TO BE FILLED IN ONLY IF STATION DOES NOT ACCEPT ALL OF  
CANDIDATE'S REQUEST)

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
			As ordered		

**Attach proposed schedule with charges (if available):**

### AFTER AIRING OF BROADCASTS:

Attach invoices or Schedule Run Summary to this Form showing:

- 1) actual air time and charges for each spot;
- 2) the date(s), exact time(s) and reason(s) for Make-Good(s), if any; and
- 3) the amount of rebates given (identify exact date, time, class of broadcast and dollar amount for each rebate), if any.

**Note:** Because the FCC requires that the political file contain the actual times the spots air and the rates charged, that information should be included in the file as soon as possible. If that information is only generated monthly, the file should include the name of a contact person who can provide the times that specific spots aired and the rates charged. The FCC's online political files include a folder for "Terms and Disclosures." NAB suggests that, for stations subject to the online public file rule, the names of contact person(s) be placed in that folder.

CANDIDATE REQUEST FOR POLITICAL BROADCAST INFORMATION OR TIME

Date of Request: 10/10, 2016 Time of Request: 3:50 pm

Candidate Name: Roy Cooper

Party: Democratic

Candidate for: Governor NC  
(Office) (Location)

Candidate's Authorized Committee: Mike Furman

Treasurer of Candidate's Authorized Committee: Scott Falmles

Address: Katz Media Group - 125 W 55th St, 3rd Floor

Telephone: NY, NY 10019

Agency for Candidate (if any): Katz Media Group

Name of Person Requesting Information/Time: LaTonya Chenault

Information Requested: \_\_\_\_\_

- ☒ Rates for \_\_\_\_\_
- ☐ Availabilities for \_\_\_\_\_
- ☐ Other: \_\_\_\_\_

Disposition of Request:

☒ Accepted ☐ Rejected ☐ Accepted or Rejected in part (attach explanation)

Rate Charged for Spot: Attached Schedule

Class of Time Purchased: non preemptible

Air Date and Time (attach a schedule of the advertising or program time provided, if necessary): Attached

Rebate Paid (if any): \_\_\_\_\_

Disclosure Statement Provided by Station: ☐ Yes ☐ No ☒ Previously provided

BCRA Certificate (for Federal candidates only) Provided: ☐ Yes ☐ No ☒ Previously provided n/a

Other Information: \_\_\_\_\_

Inquiry Received By: Carol Pickett, WSM

This form must be retained in the station's public inspection file for a period of two years.